

Rec'd 11/4/13 from  
Guy Warren

# **BUILDING PROFORMA**

## **40 Unit Per Acre Product**

**Hayward Land Proposed Mission Blvd Specific Plan zoning (35-55 units per acre)**

	<u><b>Scenario 1</b></u>	<u><b>Scenario 2</b></u>	<u><b>Scenario 3</b></u>
Price of Land	\$1,600,000/ac	\$1,400,000/ac	0
Acres	3	3	3
Units (40 per acre)	120	120	120
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Lot cost	\$40,000	35,000	0
Processing	\$6,000	6,000	6,000
Lot Improvement	\$20,000	20,000	20,000
House cost (\$190) 1712	\$325,280	325,280	325,280
Fee's est.	\$46,000	46,000	46,000
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Total (Hard Costs)	\$437,280	432,280	397,280
Soft Costs (22%)	\$96,201	95,101	87,401
Total	\$533,481	527,381	484,681
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House sell (\$251) 1,712 sq.ft.	\$430,000	430,000	430,000
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Profit house	(-19%) -\$103,481	(.08%) -94,795	(-11%) -54,681
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Total Builder Profit	-\$12,417,720	-11,375,400	-6,561,720

\* The reason the Soft Costs are 22% instead of 19% is because you have to build the whole development at once instead of phase it. Soft Costs include Construction Loan, Interest Carry, Taxes, Insurance, Management, Marketing, .....

**BUILDING PROFORMA****18 Units per acre product****Hayward Land Proposed Mission Blvd Specific Plan zoning T4-2 (17.5-35 units per acre)**

	<u><b>Scenario 1</b></u>	<u><b>Scenario 2</b></u>	<u><b>Senerio3</b></u>
Price of Land	\$1,600,000/ac	\$1,4000,000/ac	\$1,200,000/ac
Acres	2.0	2.0	2.0
Units (18 per acre)	36	36	36
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Lot cost	\$88,888	77,777	66,666
Processing	\$12,000	12,000	12,000
Lot Improvement	\$45,000	45,000	45,000
House cost (\$105) 1,712	\$179,760	179,760	179,760
Fee's est.	\$46,000	46,000	46,000
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Total (hard costs)	\$371,648	360,537	349,426
Soft Costs 19%	\$70,613	68,502	66,390
Total	\$442,261	429,039	415,816
House sell (\$268) 1,712 sq.ft.	\$460,000	460,000	460,000
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Profit house (.04%)	\$17,739	(.07%) 30,961	(11%) 44,184
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Total Builder Profit	\$638,604	\$1,114,596	\$1,590,624

\* Soft Costs are Construction loan, Interest Carry, Taxes, Insurance, Management, Marketing, .....